

Message Text

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61

ACTION ARA-10

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R 132113Z NOV 75

FM AMEMBASSY SANTIAGO

TO SECSTATE WASHDC 5702

C O N F I D E N T I A L SANTIAGO 7695

STADIS//////////

EO 11652: GDS

TAGS: CI, MASS

SUBJECT: POSSIBLE FMS CREDIT FUNDING OF ITT COMMUNICATIONS
EQUIPMENT FOR CHILE

REF: STATE 264172

1. REFTTEL REQUESTS VIEWS ON DESIRABILITY OF LINKING USG
FINANCING TO A GOC-ITT MILITARY COMMUNICATIONS EQUIPMENT
TRANSACTION IN VIEW OF CONTINUED DEBATE OVER ITT'S PAST
HISTORY IN CHILE.
2. THERE IS NO DEBATE HERE OVER ITT'S PAST HISTORY IN CHILE.
ITT HAS CONTINUED TO OPERATE WITHOUT INTERRUPTION WITH WHAT
IT HAS LEFT IN CHILE, MOST CONSPICUOUSLY THE TWO LEADING
HOTELS IN SANTIAGO. DURING THE PAST YEAR IT HAS UNDERTAKEN
A SIGNIFICANT INVESTMENT HERE IN AN ITT-GOC JOINT NUTRITIONAL
RESEARCH FACILITY WHICH SHOULD PRODUCE PUBLIC RELATIONS
ADVANTAGES FOR ITT IN ADDITION TO OTHER BENEFITS.
3. AS A RESULT, OTHERS ARE PROBABLY MORE QUALIFIED THAN
WE TO PROVIDE THE VIEWS REQUESTED. NEVERTHELESS, BECAUSE
ASKED, WE WOULD SUGGEST THAT, GIVEN A CHOICE, IT PROBABLY
WOULD BE MORE COMFORTABLE FOR USG IF THIS USG-FINANCED
TRANSACTION WERE WITH A U.S. FIRM OTHER THAN ITT. HOWEVER,
GIVEN OUR JUDGMENT THAT NORMAL COMMERCIAL CRITERIA RE QUALITY
AND PRICE LED TO ITT'S SELECTION AS A SUPPLIER, WE BELIEVE
USG REALLY HAS NO CHOICE BUT TO ACCEPT TRANSACTION AS
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WORKED OUT BETWEEN THE PARTIES. CERTAINLY A TURNDOWN WOULD

BE MISUNDERSTOOD HERE.
POPPER

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